

# Engineering Sector Insurance Focus

**CLIENT** British Autogard Ltd.

**COST CATEGORIES**

Packaging & Logistics

**SECTOR** Manufacturing

## WHY USE ERA

ERA is a division of Expense Reduction Analysts, the largest expense reduction consultancy in the world.

ERA is not a broker or insurer and does not handle or transact insurance, giving significant advantage of independence in supplier negotiations.

Unlike brokers, we will carry out our work under a no-saving, no-fee arrangement, as with all other ERA assignments. This means that if we are unable to obtain a saving on an equivalent basis we will not charge you a fee, but will still be giving you peace of mind that you are not being overcharged for your insurances.

**Our success rate is over 90% with average savings of 15% being achieved for our clients.**

**Why not give the ERA approach a try? You have nothing to lose – literally!**

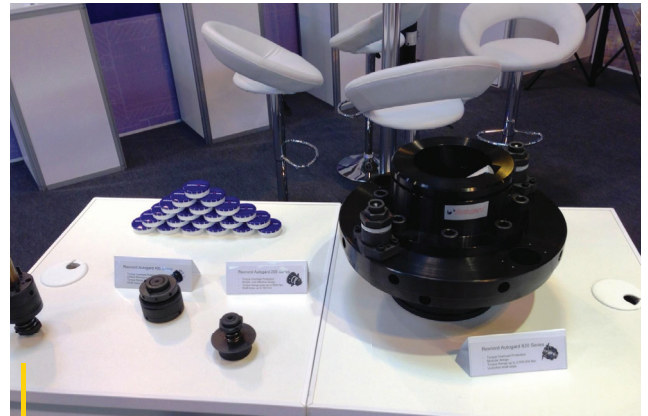
## SUCCESSFUL COST REDUCTION

British Autogard Ltd (Autogard) is a well respected and long established specialist precision engineering company with its world wide head office in Cirencester in Gloucestershire with further premises in the United States, Asia Pacific, Germany and Italy.

Autogard have impressive manufacturing facilities in the UK and the US, and with their strategically placed sales offices they are able to reach world markets.

The Company is recognised as being one of the leading manufacturers of torque limiters, torque sensors, power transmission couplings and electronic power monitors. Autogard enjoy the reputation of being one of the global market leaders in this field.

Autogard engaged ERA to review the expenditure relating to their Risk Management and Insurance Programme, and identify where savings can be made whilst maintaining scope of cover and level of support services.



ERA provided an impartial source of information and have been able to achieve significant savings through their knowledge of and unique positioning in the insurance market place. In addition, what has always pleasantly surprised us is their unobtrusive approach. We would have no doubts about recommending their services to other companies who are looking to capture cost saving opportunities.

**Karen Fall,**  
Financial Controller, British Autogard Ltd

ERA met with Autogard's Financial Controller, Karen Fall, to understand the company's exacting requirements for insurance cover, then, having researched the market, ERA selected the most suitable alternate broker who would not only meet Autogard's requirements but also demonstrate their knowledge and understanding in the precision engineering industry.

As the products that Autogard supply usually protects expensive machinery, it was important for them to have the comfort that the correct level of insurance cover was placed on their behalf by a broker that understood their needs and could assist them with their future growth in overseas territories.

## Q&A

**Q. We are happy with our own broker and do not wish to change.**

**A.** That's not a problem. ERA will work with your incumbent broker to achieve an enhanced offering.

**Q. Why should we pay you 50% of savings we might have achieved ourselves?**

**A.** You're not. ERA only negotiates forward the terms of the programme, once clients have carried out negotiations themselves and have obtained the best combination of cover, service and cost which they can, meaning the benchmark for calculating these savings are the terms you would otherwise, have actually paid. Therefore there is no risk in this for you.

**Q. How can ERA succeed better than a broker in reducing costs?**

**A.** ERA is independent and objective and not being tied to any broker or insurer means that the best deal can be secured for the client without vested interests being involved. All ERA reviews are managed by specialists who understand the markets and how to maximise the entire insurance buying process.

**Q. Will we be charged a fee if ERA do not identify any savings?**

**A.** No, ERA will only charge a fee for meeting a pre-agreed success criteria.

**Q. The insurance programme is of vital importance to us as a company.**

**A.** All our projects have to deliver results which either match or improve upon the quality of cover,

service and security. Our projects are only judged as being successful if we either match or improve upon the quality of cover, service and security at a lower cost.

**Q. We're a unique risk with very few markets available?**

**A.** Our key strength is in ensuring that an increased level of insurer appetite is generated. ERAICM have worked on many projects where the clients risks are unique and who believed no greater interest could be achieved, but this was realised.

**Q. It is vital that we work with quality brokers and insurers.**

**A.** ERA only introduces reputable major national brokers and insurers that can demonstrate not only a sound financial rating but also relevant business sector experience and service standards.

**Q. We are part of a multinational programme.**

**A.** ERA have managed reviews for many UK operations of multinationals and worked to deliver projects which have resulted in reduced costs. ERA's team has extensive knowledge and experience of multinational programmes and how to deliver results within this environment.

## HOW TO CONTACT US:

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